5/11/87 AG376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448

FOR RELEASE: IMMEDIATELY

MARCH 1987 BILLINGS FOR COMMERCIAL HEAT TREATERS EXCEED PREVIOUS MONTH BY 7.9%

Total sales for the month reached $45.5 million, compared to a total of $42.1 million for March, 1985.

The March 1986 performance is the highest single month total in the past three and one-half years. (see note)

Industry-wide, billings for the first quarter of 1987 reached $124.6 million, up 1.1% from $123.2 million recorded in this period in 1986.

Eight MTI districts recorded gains over March 1986.

(Note: Current statistician's records begin with Sept. 1983.)

A summary of percentage change by geographic regions follows:

	District	Mar 87 vs. Mar 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	8.0	0.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.8	- 9.2
3	South Central (W.PA-OH-IN-KY)	9.3	5.4
4	Michigan	- 0.7	- 4.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.3	2.4
6	North Central (IL-WI-MN-MO-IA)	15.5	8.9
7	Pacific Coast (CA-AZ-ORE-WASH)	14.7	4.5
8	Southwest (TX-OK-AR-CO-LA-UT)	0.1	-14.1
9	Canada	6.8	6.1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1987

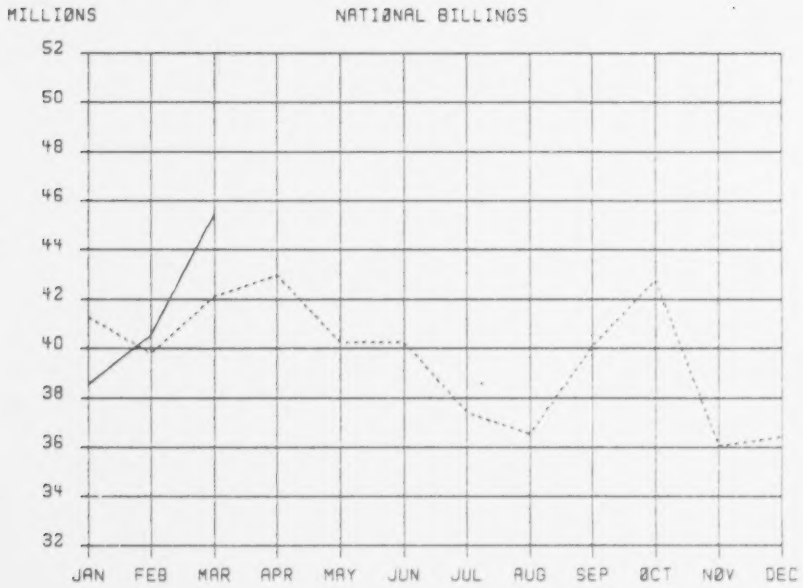
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	319	42126.9	45469.2	7.9	100.0	100.0
Dist. 1	17	3276.6	3540.1	8.0	7.8	7.8
Dist. 2	44	4761.9	4846.9	1.8	11.3	10.7
Dist. 3	60	7500.8	8194.8	9.3	17.8	18.0
Dist. 4	33	6138.6	6094.0	- 0.7	14.6	13.4
Dist. 5	23	2355.2	2551.7	8.3	5.6	5.6
Dist. 6	49	7250.6	8374.1	15.5	17.2	18.4
Dist. 7	41	5730.8	6571.8	14.7	13.6	14.5
Dist. 8	25	2449.6	2451.9	0.1	5.8	5.4
Dist. 9	16	2662.9	2843.7	6.8	6.3	6.3
Foreign	11					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	123253.0	124583.9	1.1	100.0	100.0
Dist. 1	9728.6	9770.9	0.4	7.9	7.8
Dist. 2	13922.8	12648.6	- 9.2	11.3	10.2
Dist. 3	21927.9	23103.3	5.4	17.8	18.5
Dist. 4	17740.6	16947.5	- 4.5	14.4	13.6
Dist. 5	6935.3	7103.9	2.4	5.6	5.7
Dist. 6	20839.6	22692.5	8.9	16.9	18.2
Dist. 7	16823.0	17577.2	4.5	13.6	14.1
Dist. 8	7591.7	6520.7	-14.1	6.2	5.2
Dist. 9	7743.5	8219.2	6.1	6.3	6.6

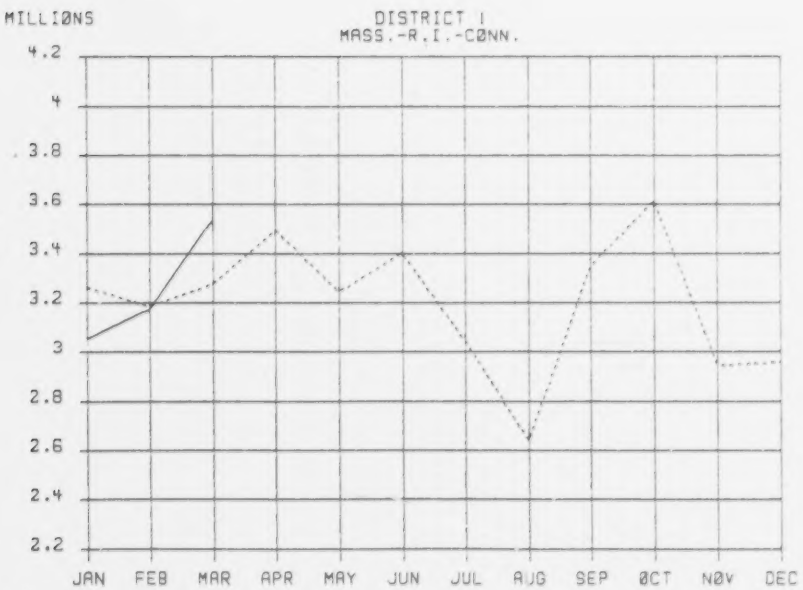
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



1986 - - - -

1987 -------

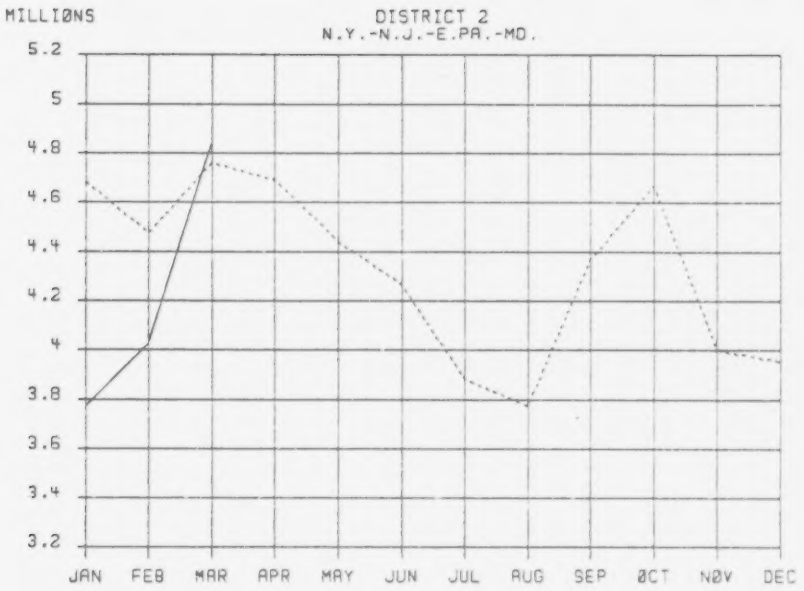
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6	1.8	7.9									
% Change	Cumulative	-6.6	-2.5	1.1									



1986 - - - -

1987 -------

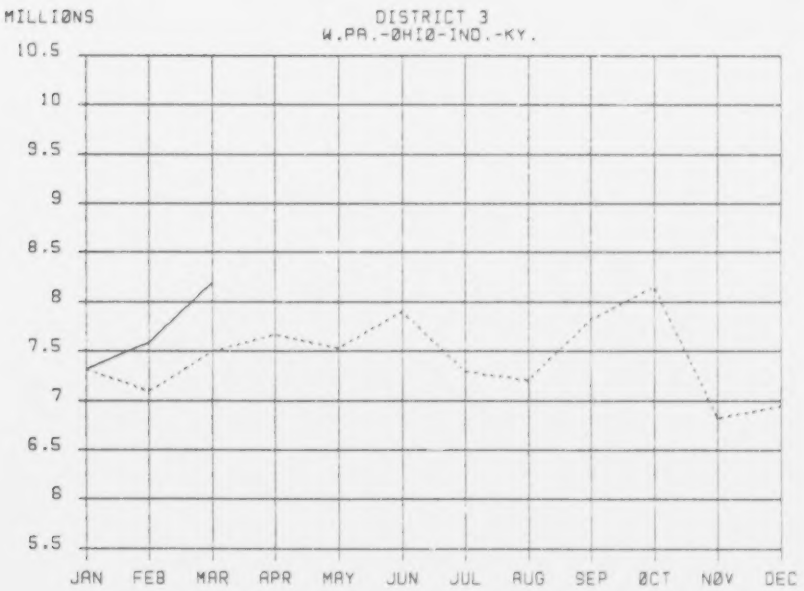
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0									
% Change	Cumulative	-6.4	-3.4	0.4									



1986 - - - -

1987 -------

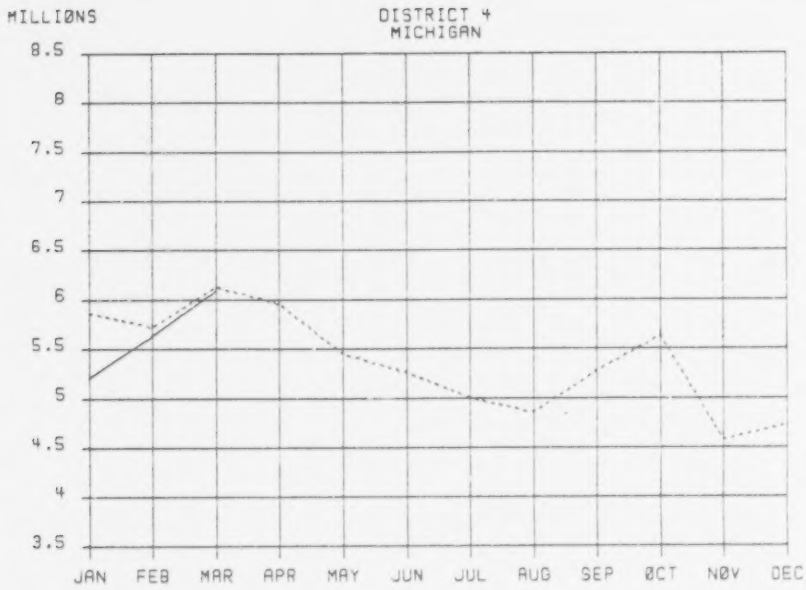
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8									
% Change	Cumulative	-19.4	-14.8	-9.2									



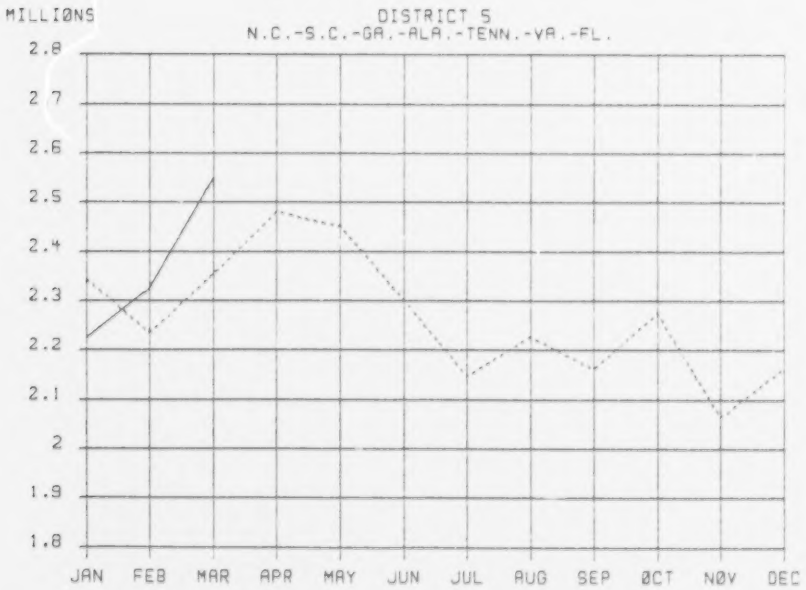
1986 - - - -

1987 -------

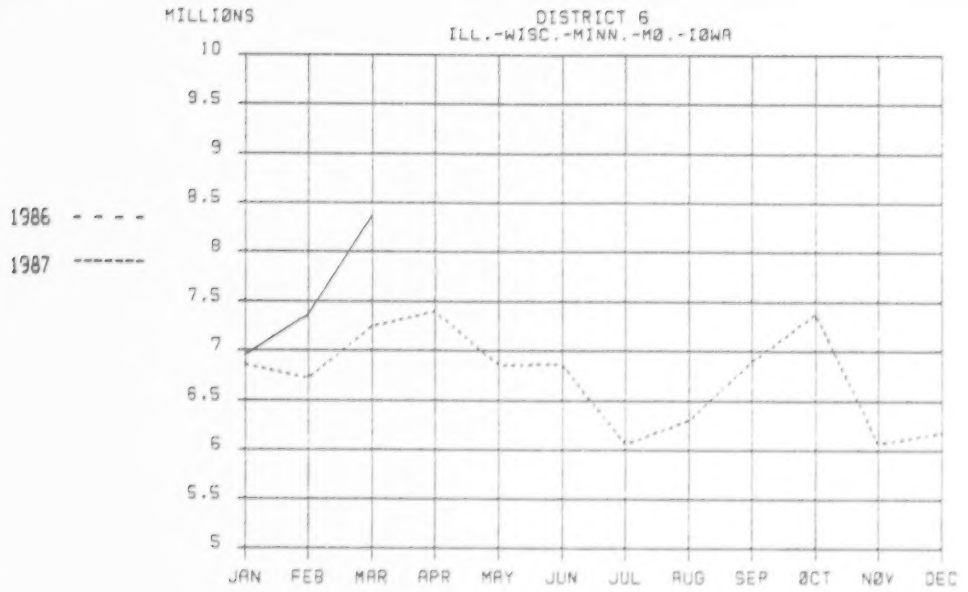
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9	9.3									
% Change	Cumulative	-0.1	3.3	5.4									



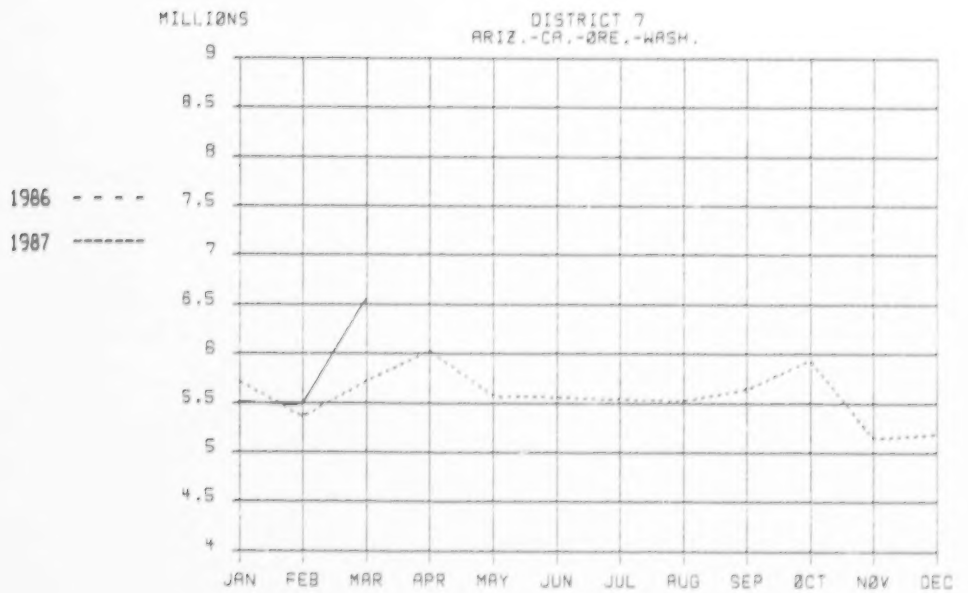
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.3	- 1.5	-0.7									
% Change	Cumulative	-11.3	- 6.5	-4.5									



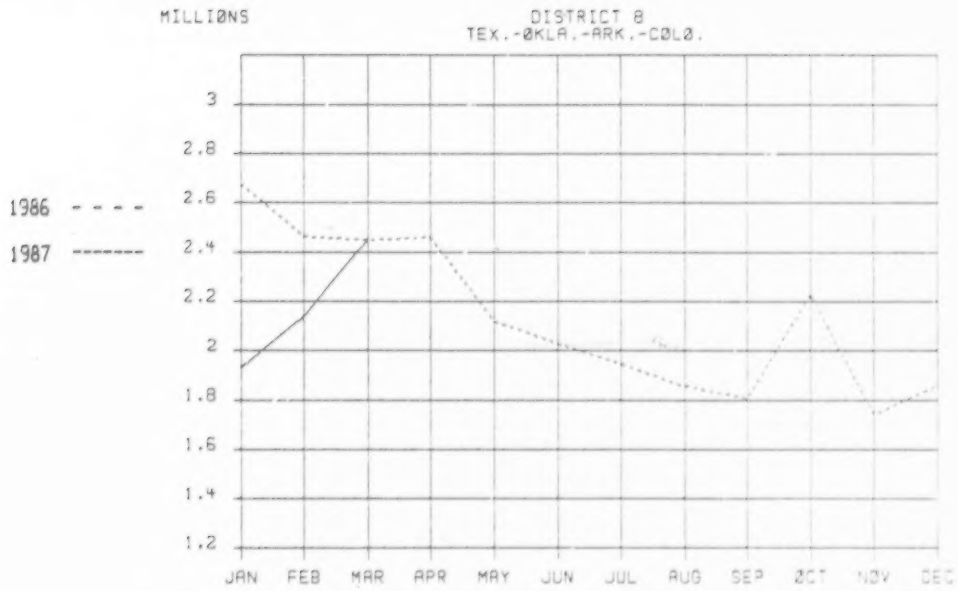
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3									
% Change	Cumulative	-5.1	-0.6	2.4									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3	9.5	15.5									
% Change	Cumulative	1.9	5.8	8.9									



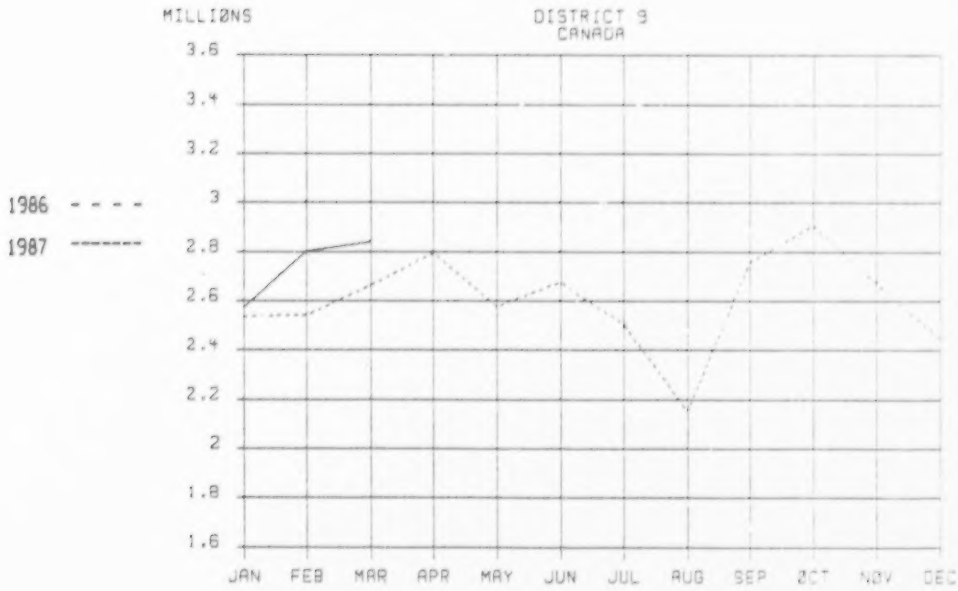
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.3	14.7									
% Change	Cumulative	-3.7	-0.8	4.5									



1986 - - - -

1987 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1									
% Change	Cumulative	-28.0	-20.9	-14.1									



1986 - - - -

1987 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	10.1	6.8									
% Change	Cumulative	1.5	5.8	6.1									